

CURRICULUM SAMPLE:

An example of the expanded curriculum used by many THDA trainers is as follows:

Topic #1 Assessing Readiness to Buy

Objective: To arouse interest in home ownership and help customers determine if they are ready to buy.

Outcome: Participants who view home ownership as an attainable goal after weighing desire, cost, and responsibilities of home ownership.

Key Points:

- Pros and cons of homeownership
- A brief overview of the home purchase process
- The 4 C's of credit and possible barriers to home ownership
- Housing affordability
- Information on obtaining a credit report

Topic #2 Budgeting and Credit

Objective: To develop homebuyers who are able to manage their finances and understand credit.

Outcome: Participants will know:

- The importance of establishing a budget and maintaining good credit
- Their current financial status
- How to develop a spending plan that works for them
- How to increase savings and reduce expenses
- How to address financial obstacles to homeownership.
- How to develop a financial corrective action plan

Key Points:

- Importance of goal setting
- Tracking expenses and setting up a realistic spending plan
- Money management tips
- Importance of good credit
- Credit bureaus, reports and scores
- Steps for resolving credit issues
- Debt management tips

Topic #3 Financing a Home

Objective: To help buyers select appropriate financing according to their financial profiles and long-term affordability.

Outcome: Participants who understand the key components of the mortgage loan process:

- Loans, mortgages, closings
- The importance of timely payments
- Financing opportunities for low and moderate income families.

Key Points:

- How a lender decides whether or not to lend.
- Housing affordability and qualification
- Sources for mortgage loans
- Types of mortgage loans
- Special financing products
- Steps in the mortgage loan process
- Loan application and approval process
- Common lending documents
- What to do if the loan is denied
- Closing process

Topic #4 Selecting a Home

Objective: To assist buyers in selecting and making offers to purchase homes for which they can qualify and afford over the term of the proposed mortgage loan.

Outcome: Participants who know:

- How to search for a home
- How to work with real estate professionals
- Key things to inspect in a house and how to estimate future maintenance costs
- Purchase contracts and how to make an offer

Key Points:

- The home buying team
- Real estate professionals
- Types of homes and ownership
- How to select a home and neighborhood
- Purchase offers and negotiating tips
- The purchase contract and contingencies
- Inspections
- Insurance
- Escrow and the closing process

Topic #5 Maintaining a Home and Finances

Objective: To develop homeowners who can handle the ongoing responsibilities of homeownership successfully and understand the importance of community involvement.

Outcome: Participants who understand the responsibilities that accompany homeownership regarding:

- Home repair and maintenance issues
- Mortgage obligations
- Neighborhood involvement

Key Points:

- How to maintain and protect a home after moving in
- Home safety and security
- Energy efficiency
- Preventive maintenance
- Home repairs and improvements
- Working with a contractor
- Community involvement
- Record keeping
- Taxes and insurance
- What to do if you cannot make a payment
- Predatory lending and other financial pitfalls

**Sample curriculum taken from Neighborhood Reinvestment Corporation 2002 Homebuyer Education Methods Course Manual.